

## Message Text

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44

ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 USIA-15 /035 W  
----- 041384

P R 071601Z JUL 76  
FM AMEMBASSY WARSAW  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 2490  
AMCONSUL POZNAN

UNCLAS WARSAW 4692

COMMERCE FOR BEWT/DIRECTOR OF OEWTB

E.O. 11652: N/A  
TAGS: BEXP, PL  
SUBJECT: POZNAN PAVILION

REF: (A) STATE 57141, (B) USDOC 10956

1. THE AIR-CONDITIONING CONTRACT BETWEEN THE U.S. GOVERNMENT AND THE POZNAN FAIR AUTHORITIES WHICH WAS SUBMITTED TO FAIR DIRECTOR SITAREK FOR REVIEW AND SIGNATURE IN EARLY MAY HAS NOT BEEN RECEIVED. EMBOFF HERTZBERT WILL MEET WITH FAIR AUTHORITIES NEXT WEEK WHEN SITAREK RETURNS FROM LEAVE. COPY OF OFFICIAL POLISH STRESS ANALYSIS PERFORMED BY THE POZNAN POLITECHNICAL UNIVERSITY AND CARBON COPY OF AIR-CONDITIONING CONTRACT ARE BEING MAILED TO OEWTB DIRECTOR.

2. REGARDING PAVILION EXPANSION, FRANK'S FEASIBILITY STUDY NOTWITHSTANDING, THE POLISH AUTHORITIES MUST CONDUCT THEIR OWN DESIGN AND FEASIBILITY STUDIES TO COMPLY WITH POLISH SAFETY-CODE REGULATIONS. FOR FY-76, THE EMBASSY WAS AUTHORIZED AND HAS OBLIGATED 145,000 U.S. DOLLARS AND 333,000 U.S. DOLLARS IN SFC FOR THE REFURBISHING OF THE POZNAN PAVILION (REF A). IF WE ARE TO HAVE AN EXPANDED PAVILION FOR THE 1977 JUNE FAIR, WE MUST PROCEED IMMEDIATELY WITH THE SUBMISSION OF FRANK'S PROPOSED PAVILION EXPANSION DRAWING TO THE POLISH FAIR AUTHORITIES  
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FOR REVIEW ONLY TO OBTAIN ASAP, AS A MINIMUM, CONSTRUCTION-

COST ESTIMATES.

3. NEGOTIATIONS TO REACH A MUTUAL AGREEMENT FOR A DECREASED RENTAL FEE OVER A LONG TERM (8 TO 10 YEARS) FOR AN EXPANDED PAVILION 19, HAVE BEEN CARRIED ON WITH THE POLISH FAIR AUTHORITIES SINCE JULY 1975. ACCORDING TO THE POLISH FAIR AUTHORITIES (WHO ARE NOW THE SOLE OWNERS OF PAVILION 19), OUR TOTAL INDOOR PAVILION 19 RENTAL FEE WILL BE CREASED TO EQUAL THAT OF THE OUTDOOR FEE (RENTAL FEES IN JUNE 1976 WERE: 30 U.S. DOLLARS/SQ. METER FOR INDOOR SPACE AND 13 U.S. DOLLARS/SQ. METER FOR OUTDOOR SPACE). THE REDUCED RENTAL FEES AND THE INCREASE IN EXHIBITORS' CONTRIBUTIONS FOR SPACE IN AN EXPANDED, AIR-CONDITIONED PAVILION WOULD ENABLE THE 1977 AND ALL FUTURE U.S. EXHIBITS IN POZNAN TO BE SELF-SUFFICIENT, FULL-COST-RECOVERY EVENTS. (FYI: APPROXIMATELY \$55,000 OF THE \$100,000 INVESTED IN AIR-CONDITIONING THE PAVILION HAS ALREADY BEEN RECOVERED FROM OUR EXHIBITORS IN PAVILION 19, WHO CONTRIBUTED AN ADDITIONAL 50 U.S. DOLLARS PER SQUARE METER TO HAVE THE AIR-CONDITIONING INSTALLED FOR THE 1976 POZNAN FAIR.)

4. IN VIEW OF (A) COMMITMENTS MADE BY NEARLY ALL PARTICIPANTS IN THE 1976 U.S. EXHIBITION TO EXHIBIT IN THE U.S. PAVILION IN 1977, (B) REQUESTS BY SOME 20 ADDITIONAL U.S. FIRMS FOR EXHIBIT SPACE IN THE U.S. PAVILION IN 1977, AND (C) THE FACT THAT A SECOND EXHIBITION PAVILION WILL NOT RPT NOT BE AVAILABLE TO US IN 1977, IT IS IMPERATIVE THAT EXPANSION PLANS OF PAVILION 19 BE APPROVED AND SUBMITTED TO THE POLISH AUTHORITIES NO LATER THAN JULY 30, 1976.  
DAVIES

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Errors:** N/A  
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**Original Classification:** UNCLASSIFIED  
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**Page Count:** 2  
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**Reference:** 76 STATE 57141  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** schwenja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 APR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14 APR 2004 by ThomasVJ>; APPROVED <09 AUG 2004 by schwenja>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**TAGS:** BEXP, PL  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006